

Message Text

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PAGE 01 JIDDA 00181 111122Z

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ACTION COME-00

INFO OCT-01 NEA-10 EUR-12 IO-11 EB-07 ISO-00 /041 W

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R 110915Z JAN 76

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 3335

INFO AMEMBASSY AMMAN

AMEMBASSY ATHENS

AMEMBASSY BRUSSELS

AMCONSUL DHAHRAN

AMEMBASSY KUWAIT

UNCLAS JIDDA 0181

KUWAIT PASS BAGHDAD FOR INFO

ATHENS FOR RTDO

COMMERCE FOR OIM/SAD WANDA ALE

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: SOUTH CAROLINA STATE IOGA TRADE MISSION

REF STATE 003769

1. POST WELCOMES SOUTH CAROLINA MISSION VISIT TO SAUDI ARABIA. TIMING GOOD EXCEPT THAT APRIL 20 TO 23 SCHEDULE IN JIDDA INCLUDES SAUDI WEEKEND, THURSDAY AND FRIDAY (APRIL 22 AND 23). TO GET FULL ADVANTAGE OF JIDDA VISIT WE SUGGEST EXTENSION OF SCHEDULE AT LEAST ONE DAY THROUGH APRIL 24, DEPARTING FOR RVRIYADH EITHER LATE IN EVENING OR EARLY MORNING APRIL 25. APRIL 25 THROUGH APRIL 28 IN RIYADH FINE. IN VIEW INTERESTS WILLIAM L. CARPENTER OF SIRRENE FIRM IN PROCESS INDUSTRIES FOR PETROLEUM AND PETROCHEMICALS AND ROBERT YEARGIN WHOSE FIRM SPECIALIZES IN INDUSTRIAL PLANTS WE SERIOUSLY SUGGEST THESE TWO MEMBERS SPLIT FROM MAIN GROUP ON APRIL 26 OR 27 AND VISIT ARAMCO AT DHAHRAN WHICH IS MORE APPROPRIATE TARGET THEIR SPECIALTIES. THEY CAN REJOIN

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GROUP, PERHAPS ON SAME FLIGHT IF IT STOPS DHAHRAN ON

APRIL 28 OR ANOTHER FLIGHT TO KUWAIT.

2. PRODUCT LINE CONTENT GOOD ALL MEMBERS. WE WILL NEED TO HAVE, AT LEAST THREE WEEKS BEFORE ARRIVAL, BROCHURES AND LITERATURE ALL FIRMS. SHOULD MISSION BE PREPARING SPECIAL TRIP BROCHURE WE SUGGEST ARABIC VERSION AT LEAST IN SUMMARY PARALLEL TO ENGLISH AND WILL NEED THESE FOR PUBLICITY AND PROMOTION AT LEAST TWO WEEKS IN ADVANCE.

3. WE WILL NEED ALSO PRECISE INFORMATION ON GOALS EACH MEMBER OF MISSION SUCH AS DIRECT SALE, AGENCY, REPRESENTATION, EXPLORATORY OR PREQUALIFICATION INFO FOR FUTURE PROJECTS. ENGINEERING AND CONSTRUCTION FIRMS SHOULD SEND QUALIFICATIONS PRESENTATION BOOKS TO POST VIA APO 09697 IN TRIPLICATE FOR APPROPRIATE MINISTRIES WELL BEFORE ARRIVAL, OR HAND CARRY. INTRODUCTORY PAGE IN ARABIC MOST USEFUL.

4. HOTEL RESERVATIONS SHOULD BE MADE WELL IN ADVANCE. AS SOON AS FIRM SCHEDULE ARRANGED PLEASE ADVISE IF ASSISTANCE REQUIRED THIS RESPECT.
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